



**MasterStream ERP**  
AUTOMATE • SIMPLIFY • ACCELERATE

## QuoteDesk

*Automate quotes, manage pricing,  
and increase profitability in your sales*

For Providers,  
Carriers, MSPs and  
Resellers

QuoteDesk by MasterStream is a powerful toolkit that allows Telecom and Technology Sales companies to massively accelerate their sales cycle by performing tasks that previously took hours, days, and even weeks - and turn them into seconds.

### Automation That Delivers

Complex telecom quoting for all of your own services (and/or the services of all of your underlying Carriers) turned into customer-ready quotes *in an instant*.

When sales teams leverage MasterStream QuoteDesk in their sales process, they instantly bring the world of telecom Carriers, Service Providers, MSPs, and Cable Operators to their customers. Arming a sales organization with QuoteDesk is much more than just turning information around quickly. When the time consuming administrative tasks of the sales process are removed, salespeople devote more time to keeping on point with what's truly important to a client's business. Better selling means higher close ratios, more time spent with customers, and increased performance from your team.

### Your Catalogue, or the Whole World, All in One Place

Providers looking for a better way to manage their own portfolio of services use QuoteDesk to instantly deliver up-to-date, accurate pricing to their sales teams, Partners and Customers. Back-office product catalogue management is simplified and can be updated on the fly – making outdated spreadsheets or expired pricing a thing of the past. In addition, Providers who utilize other Carriers as a part of their own offering can now manage those portfolios with the same simplicity and efficiency as they manage their own. QuoteDesk includes the ability to connect to other Providers through a network of APIs and stored data warehousing, which assures accurate availability and pricing direct from the provider.

### Flexibility and Customization Comes Standard

Flexibility is at the heart of every MasterStream solution. QuoteDesk is designed to allow you to implement customizable process configurations so you can scale the system as you scale your business, all without the need for complete process overhauls. QuoteDesk is easy to implement, easy to learn, and an indispensable tool for companies looking to implement best of breed processes for fast and efficient sales growth.

### Multi-Channel Distribution support

Every sales organization is different. Because of this, systems should work with the way you've chosen to go to market, not box you into processes driven by rigid systems. In addition to working the way you want to work, QuoteDesk organizes and supports the multiple channels within your organization. Direct Sales, Agents and VARs, wholesale/carrier sales, and blended channels all have customizable flexibility to ensure each channel is operating at peak efficiency.





## Solutions for Commercial Direct, Agent, and Wholesale

### Simple Configurations Designed to Fit Your Needs

QuoteDesk is available in three standard configurations tailored for specific-use cases:

- QuoteDesk for Direct/Agent is configured for the Provider needing to create instant quotes for their Direct and/or Agent sales organization .
- QuoteDesk for Wholesale is ideal for supporting the additional pricing levels common in the Wholesale Carrier segment.
- QuoteDesk Complete is the definitive solution for supporting Wholesale, Direct and Agent Distribution Channels and includes an increased capacity for tiered pricing.

### QuoteDesk Feature Matrix

	DIRECT/AGENT	WHOLESALE	COMPLETE
<b>Contact Management</b>	Included	Included	Included
<b>Carrier Management</b>	Included	Included	Included
Carrier Footprint & Costing	Up to 5 included, expandable	Up to 5 included, expandable	Up to 5 included, expandable
<b>Product Categories</b>	Included	Included	Included
<b>API</b>	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)
Internal System Integration (CRM, OSS)	Metered	Metered	Metered
<b>Quote Management</b>	Included	Included	Included
Batch Processing	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)
Batch Address Validation	Metered	Metered	Metered
Batch Quoting	Metered	Metered	Metered
<b>Resources</b>	Included	Included	Included
Lookups (Wire Center, Mileage, NPA-NXX)			
<b>Report Management</b>	Included	Included	Included
<b>Internal Users</b>			
Basic (MasterStream Access)	Up to 3 included	Up to 3 included	Up to 3 included
<b>API</b>	Included	Included	Included
External Quote Requests	Metered	Metered	Metered
<b>Instant Finished Quote</b>	Included	Included	Included
Custom Catalog Product Categories	1 Included	1 Included	1 Included
Custom Catalog Support			
Partner Types (Parent Price Book)	1 Included	1 Included	3 Included
Pricing Level(s)	1 Included	3 Included	6 Included
Rate Card Management	N/A	Included	Included
Custom Pricing Rules	Included	Included	Included
Custom Business Rules	Included	Included	Included
Quote Templates	Included	Included	Included
Quote Process Automation	Included	Included	Included
Quote Export Template(s)	Included	Included	Included
Batch Submission	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)	500 quotes included (metered thereafter)
Batch Address Validation	Metered	Metered	Metered
Batch Quoting	Metered	Metered	Metered
<b>Agent Sales Hub</b>	Included*	Included*	Included*
Connect To MasterStream Agent Community			
<b>Catalog Management</b>	Included	Included	Included
SKU Updater			
<b>Order Module</b>	Included	Included	Included
<b>Pricing Manager</b>	Included	Included	Included
Internal Role Based Markup-Discount Feature			
Product Based Markup- Discount Feature			
<b>Internal Users</b>	5 Users	5 Users	5 Users
Basic (MasterStream Access)			

Note: The total volume of API & Batch Processing quotes can be substituted for one another and are only metered after a total quantity of 1000 is surpassed by the combined total of both categories.



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